EI90
List EI91

Report Quality Evaluation

To our clients:
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2. Please indicate your reason for reading this report:
   - ☐ Required reading
   - ☒ Area of high interest
   - ☐ Area of general interest
   - ☐ New product development
   - ☒ Business/market planning
   - ☒ Product planning
   - ☐ Future purchase decision
   - ☐ Systems planning
   - ☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent: Read	Extent: Skimmed	Usefulness (1=Low, 5=High): 1	2	3	4	5
Executive Overview	☒	☐	☐	☐	☒	☐	☐
Complete report	☒	☐	☐	☐	☒	☐	☐
Part of report (_____ %)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

	1	2	3	4	5
Data presented	☐	☐	☒	☐	☐
Analyses	☐	☐	☒	☐	☐
Recommendations	☐	☐	☒	☐	☐

5. How useful was the report in these areas:

	1	2	3	4	5
Alert you to new opportunities or approaches	☒	☐	☐	☐	☐
Cover new areas not covered elsewhere	☒	☐	☐	☐	☐
Confirm existing ideas	☐	☐	☐	☒	☐
Meet expectations	☐	☐	☐	☒	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? BROAD PERSPECTIVE OF the DIRECTION THAT EDI IS TAKING - NO one topic STANDS OUT

7. In what ways could the report have been improved? Useful AS A SOURCE OF General information - FOR the Experienced user - more specific on trends in the Business environment - Our interest is a bit more specific than your report

8. Other comments or suggestions:

MR. K. B. MAYER / Senior Program administrator
Name Title

Department

IBM Corp
Company

15 KETTLETON ROAD
Address

SOUTHBURY, CT
City State ZIP

(203) 262-4106 1/23
Telephone Date completed

Thank you for your time and cooperation.

M&S 633/01 12/89

INPUT

DID YOU RECEIVE A QUESTIONNAIRE WITH the BOOK: (YES) OR NO

EI90
CM
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Analyses	☐	☐	☐	☒	☐
Recommendations	☐	☐	☒	☐	☐

FORCAST RATING

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Cover new areas not covered elsewhere	☐	☒	☐	☐	☐
Confirm existing ideas	☐	☐	☐	☐	☒
Meet expectations	☐	☐	☐	☐	☒
Other _____	☐	☐	☐	☐	☒

6. Which topics in the report were the most useful? Why? MARKET FORCAST — not available in other books

7. In what ways could the report have been improved? More forecast in the Healthy Community section - I really need information for marketing program in the healthy community.

8. Other comments or suggestions?

Name: Jim Crouse - Title: Analyst

Department:

Company: IBM Corporation

Address: 3101 W. Buffalo Avenue.

City: Tampa, State: FL ZIP: ~~(813) 878-4261~~ 33630

Telephone: (813) 878-4261 Date completed: 1/23/90

Thank you for your time and cooperation.

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   - ☐ Systems planning
   - ☐ Other WE TRACK THIRD PARTY SERVICE Companies

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Confirm existing ideas	☐	☒	☐	☐	☐
Meet expectations	☐	☒	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? THE PACKAGED EDI SOFTWARE VENDORS AND HOW YOU MEASURE them.

7. In what ways could the report have been improved? ANYONE THE VALUE-ADDED SERVICE, doesn't UNDERSTAND how to separate it out – EDI is

8. Other comments or suggestions: NOT A DISCRETE. Input SEEMS to MEASURE the market in A DIFFERENT way FROM EVERYONE ELSE – NEVERTHELESS HE LIKES THE REPORTS

Name: MR RICHARD WEENING – Title: Managing Principle

Department:

Company: QUASTUS LTD, PARTNERSHIP

Address: 330 EAST KILBOURN AVE

City: MILWAUKEE, WI State: ZIP: 53202

Telephone: 414-2834506 Date completed: 1/24/91

Thank you for your time and cooperation.

M&S 633/01 12/89

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INPUT

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Confirm existing ideas	☐	☐	☒	☐	☐
Meet expectations	☐	☐	☒	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? VENDOR ACTIVITIES Our Competitors - this is what interest me.

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: It's Always bothered me - forecasting market size is much too high - too small of a statistical sampling to make these forecasts

William D. Plumb / PRESIDENT
Name / Title

Department

Sterling Software, Inc
Company

4600 Lakehurst Court, P.O. Box 7160
Address

Dublin, OH, 43017
City / State / ZIP

~~(614) 764-7500~~ 793-7000
Telephone

1/24/91
Date completed

Thank you for your time and cooperation.

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Report Quality Evaluation

LST EI91

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Executive Overview	X				X		
Complete report	X	X		X			
Part of report (____%)							

4. How useful were:

	1	2	3	4	5
Data presented					
Analyses				X	
Recommendations				X	

IT is inaccurate I don't believe it. WOULDN'T GRADE IT.

5. How useful was the report in these areas:

	1	2	3	4	5
Alert you to new opportunities or approaches				X	
Cover new areas not covered elsewhere				X	
Confirm existing ideas					X
Meet expectations		X			
Other _____					

6. Which topics in the report were the most useful? Why? FORECAST, ~~[illegible]~~ TRADING Community + Applications — How others are using EDI.

7. In what ways could the report have been improved? ACCURATE AND COMPLETE DATA page 41 EDI, INC. ~~[illegible]~~ off by a factor of 300% - Page 40 - ATT may

8. Other comments or suggestions: BE accurate — where is Western Union? doesn't include Western Union — missed a big company — McDonnell — Unisys is not mentioned.

Name: Mr BARRY KEYES

Title: ~~[illegible]~~ STEVE HAYNES General Manager PROGRAM

Department:

Company: UNISYS Corporation

Address: TOWNSHIP LINE + UNION MEETING

City: Blue Bell State: PA ZIP: 19424

Telephone: (215) 986 2131 ~~[illegible]~~

Date completed: 1/24/91

Thank you for your time and cooperation.

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INPUT

DID YOU RECEIVE A QUESTIONNAIRE WITH THE BOOK YES OR (NO)

* [redacted] Know.

I sent program 6 months.

E190
List E197

Report Quality Evaluation

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DIDN'T RECEIVE
NOT RECEIVE

EDI REPORT

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Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? No Comment

7. In what ways could the report have been improved? I READ the EXECUTIVE OVERVIEW COVER to COVER — the REPORT IS A BIT TOO MUCH FOR ME TO READ

8. Other comments or suggestions:

JANIS PAGE — Contract MANAGER
Name — Title

Department

Digital Equipment Corp
Company

555 VIRGINIA ROAD
Address

CONCORD, MA 01742
City — State — ZIP

(508) 371-5382
Telephone

1/29/91
Date completed

Thank you for your time and cooperation.

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INPUT

DID YOU RECEIVE A QUESTIONNAIRE WITH THE BOOK
YES OR (NO)

EI90
LM
LST EI91

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Meet expectations	☐	☐	☐	☐	☒
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? RECASTING OF US MARKET FORECAST – different from Input past [redacted] which were too high

7. In what ways could the report have been improved? –
EDI touches a # of markets – depth of coverge for vertical should be greater

8. Other comments or suggestions: Recommends over & but "SOFT-EDGE" lots of DATA BUT the conclusions were not the logical conclusions of the presented DATA & like this report – BETTER than the previous reports. You are Reporting the market fair. Trying to do the right thing. POSITIVE MOVE

MR. J. GREGORY FAUBERT VP
Name Title

Department

MPACT EDI Systems Inc
Company

Address

City State ZIP

(313) 462-2244 464-6700
Telephone Date completed 1/28/91

Thank you for your time and cooperation.

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INPUT

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Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☒	☐

6. Which topics in the report were the most useful? Why? FORECAST AND MARKET SIZING

7. In what ways could the report have been improved? MORE INFORMATION ON NON-U.S. MARKETS AND ACTIVITIES

8. Other comments or suggestions: _____

Name: MS. PATRICIA KOVAC Title: -RESEARCH SPECIALIST

Department: AT+T

Company: 150 MORRISTOWN ROAD

Address: BERNARDVILLE, NJ 08807

City: State: ZIP:

Telephone: (201) 204 1113 Date completed: 1/23/91

Thank you for your time and cooperation.

M&S 633/01 12/89

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Meet expectations	☐	☐	☒	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? CAN'T RECALL

7. In what ways could the report have been improved? MORE VENDOR ANALYSES WHAT THE COMPETITORS ARE DOING

8. Other comments or suggestions: _____

GEORGE STARK JR — Name
MGR. CONSUL RELATIONS — Title
Department
DIGITAL EQUIPMENT CORPORATION — Company
40 OLD BOLTON ROAD — Address
STOW MA 01742 — City, State, ZIP
(508) 264-1544 — Telephone
1/29/91 — Date completed

Thank you for your time and cooperation.

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Part of report (100 %)	[x]	[ ]	[ ]	[ ]	[ ]	[ ]	[x]

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Meet expectations	[ ]	[ ]	[ ]	[ ]	[x]
Other _____	[ ]	[ ]	[ ]	[ ]	[ ]

6. Which topics in the report were the most useful? Why? User Info

7. In what ways could the report have been improved? More Competitive Info

8. Other comments or suggestions: _____

MR. DAVID F CUNNINGHAM V. P. OF MARKET SALES
Name Title
ATTN: KATHY TOMLINSON
Department
GLV
Company
113 EDIN BURGH South
Address
SUITE 100 - CARY, NC 27511
City State ZIP
FAX 919-481-0145
Telephone Date completed

Thank you for your time and cooperation.

INPUT

DID you RECEIVE A QUESTIONNAIRE WITH the ... NOT SURE!

GLV

113 Edinburgh South
Suite 100
Cary, NC 27511
(919)481-0211

FAX (919)481-0145

FAX to: Chase Goff

Company: Input

Location:

FAX No. 415 - 961 - 3966

Number of pages, including this title page: 2

Date Sent: 1/30 Time Sent: 10:00

Comments:

FAX From: Dave Cunningham

Telephone:

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Executive Overview	☑	☐	☐	☐	☐	☑	☐
Complete report	☐	☑	☐	☐	☐	☐	☑
Part of report (____%)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

Data presented	☐	☐	☐	☐	☑
Analyses	☐	☐	☐	☐	☑
Recommendations	☐	☐	☐	☑	☐

5. How useful was the report in these areas:

Alert you to new opportunities or approaches	☐	☐	☐	☑	☐
Cover new areas not covered elsewhere	☐	☐	☐	☐	☑
Confirm existing ideas	☐	☐	☑	☐	☐
Meet expectations	☐	☐	☐	☑	☐
Other Market Data	☐	☐	☐	☐	☑

6. Which topics in the report were the most useful? Why? size of the market, leading venders, industry info

7. In what ways could the report have been improved? more on standards

8. Other comments or suggestions: Reports should be indexed

Name: MS MARTHA JAMESON
Title:
Department:
Company: ANDERSEN CONSULTING
Address: 100 SOUTH WACKER DRIVE
City: CHICAGO, ILLINOIS
State:
Zip:
Telephone: (312) 507 6691
Date completed:
FAX (312) 507 8970

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D&B SOFTWARE

550 Cochituate Road, Framingham, MA 01701
(508) 370-5000

FAX TRANSMISSION

TO: Chase Gropp
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415-961-3966

FROM: Clara Hibbard
DBS-Transmission

DATE: 2/5/91

TOTAL # OF PAGES TO FOLLOW: 2

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Clara Hebbard

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Thank You.

1. Report title: ***The Electronic Data Interchange Market, 1990-1995 Forecast, Implementations, Trends*** (EDI90)

2. Please indicate your reason for reading this report:
   - ☐ Required reading
   - ☐ Area of high interest
   - ☐ Area of general interest
   - ☐ New product development
   - ☑ Business/market planning
   - ☑ Product planning
   - ☐ Future purchase decision
   - ☐ Systems planning
   - ☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent: Read	Extent: Skimmed	Usefulness (1=Low, 5=High) 1	2	3	4	5
Executive Overview	☑	☐	☐	☐	☐	☐	☐
Complete report	☑	☐	☐	☐	☐	☐	☐
Part of report (____%)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

	1	2	3	4	5
Data presented	☐	☐	☑	☐	☐
Analyses	☐	☐	☐	☐	☐
Recommendations	☐	☐	☑	☐	☐

5. How useful was the report in these areas:

	1	2	3	4	5
Alert you to new opportunities or approaches	☐	☐	☑	☐	☐
Cover new areas not covered elsewhere	☐	☐	☑	☐	☐
Confirm existing ideas	☐	☐	☐	☑	☐
Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? Applications, vendors, relative to EDI products (Bible etc.)

7. In what ways could the report have been improved? No

8. Other comments or suggestions: _____

Name: MS. DAN CURTIS
Title: ATTN: CLARA HIBBARD
Department: DUN + BRADSTREET SOFTWARE SVCS
Company: 550 COCHITUATE ROAD-MAIL STOP-524
Address: FRAMINGHAM MA 017
City: State: Zip:
Telephone: 508-1370-16501
FAX 508-3706636
Date completed:

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Order: 110813 BEG:11/16/1990 END:11/16/1990 PO:
Customer:RA04-5 AT&T; Ms. Lidia Huk AJD60038C - Resource Develop. ; 150 Morristown Road, Plaza 202, Bernardsville, NJ 07924, (908) 204-1171
EI90-RP 1

Order: 110812 BEG:11/16/1990 END:11/16/1990 PO: (908)
Customer:RA04-6A AT&T; Ms. Barbara Peterson Business Communications Svc. ; 55 Corporate Drive, Room 15047, Bridgewater, NJ 08807,
EI90-RP 1

Pamela Koval - Respondent

Order: 4052 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RA09-5 AMERITECH DEVELOPMENT CORP.; Mr. Kenneth J. Thomson Senior Director ; 10 South Wacker, 21st Floor, Chicago, IL 60606, (312) 609-6000
EI90-RP 2

MARKED RECEIVED 01/21/90 NO LONGER with this Report
CONTACT DENNIS LEFIER (313) X626392

Order: 110069 BEG:01/01/1990 END:12/31/1990 PO: 312 580 0035 (MAIN)
Customer:RA10-13 ANDERSEN CONSULTING; Mr. Jim Fischer Managing Partner ; 69 W. Washington, Chicago, IL 60602, (312) 507-8339 (PRIVATE)
EI90-RP 1

Order: 110070 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RA10-2 ANDERSEN CONSULTING; Ms. Jean Davis Mgr. Consulting Info. Services ; 100 South Wacker Drive, 17th Floor, Chicago, IL 60606, (312) 580-0033 (MAIN)
EI90-RP 1 (312) 507-6691 (PRIVATE)

Contact MARTHA JAMESON

Order: 110072 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RA10-4 ANDERSEN CONSULTING; Ms. Marilyn Stone Mgr. S/W Integration ; 100 S. Wacker Drive, 7th Floor, Chicago, IL 60606, (312) 507-4090
EI90-RP 1

NO LONGER RECEIVES REPORTS — contact MARTHA JAMESON

Order: 4089 BEG:01/01/1990 END:12/31/1990 PO:8481
Customer:RA96-1 ADIA; Mr. Ken Korneck Vice President MIS ; 64 Willow Place, Menlo Park, CA 94025, (415) 324-0696
EI90-RP 2

PASSED

Order: 3994 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RB29-1 BELLSOUTH CORPORATION; Mr. John Lilly Corporate Resource Center ; 1155 Peachtree Street, Room 12801, Atlanta, GA 30367, (404) 249-3260
EI90-RP 2

Order: 110870 BEG:12/07/1990 END:12/07/1990 PO:236469
Customer:RB69-1 BRITISH TELECOM; Ms. Sue Prudence Library ; 5 Cheapside, 6th Floor, London, ECV 6AA, England 356 3580
EI90-RP 1

Order: 110763 BEG:10/25/1990 END:10/25/1990 PO:
Customer:RC05-26 CONTROL DATA CORPORATION; Ms. Theresa Yee Mgr. Business Planning Develop ; 10201 Grovenor Drive, Rockville, MD 20852, (301) 530-4292
EI90-RP 1

Order: 4103 BEG:01/01/1990 END:12/31/1990 PO:H133436ES
Customer:RC12-2 COMPUTER SCIENCES CORPORATION; Ms. Gail Lepard Dir. Corporate Market Research ; 2352 Utah Avenue, El Segundo, CA 90245, (213) 615-0311
EI90-RP 4

Order: 2770 BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-2 DIGITAL EQUIPMENT CORPORATION; Library Market Research Center ; Continental Boulevard, (MK01-1/K07), Merrimack, NH 03054, (603) 884-0212
EI90-RP 2

Order: 2715 Main Contact BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-22 DIGITAL EQUIPMENT CORPORATION; Mr. George Starr Jr. Mgr, Consultant Relations ; 40 Old Bolton Road, OG01-2/W11, Stow, MA 01775, (508) 496-9506
EI90-RP 1

Order: 110073 BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-29 DIGITAL EQUIPMENT CORPORATION; Mr. Vince Santarlasci ; 150 Coulter Drive, CFO2-2/12, Concord, MA 01742-2190, (508)264-1544
EI90-RP 1

NOT THE PERSON

IN FUTURE — contact Corey McMiller — Respondent.

Order: 110893 BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-2A DIGITAL EQUIPMENT CORPORATION; Ms. Janis Page ; 555 Virginia Road, Mail Stop VR05-1/X2, Concord, MA 01742, (508) 371-5382
EI90-RP 1

Order: 110074 BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-31 DIGITAL EQUIPMENT CORPORATION; Mr. Curt Anderson ; TTB1-2/G5, 10 Tara Boulevard, Nashua, NH 03062,
EI90-RP 1

Order: 110075 BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-32 DIGITAL EQUIPMENT CORPORATION; Mr. John Beirne Mgr., Network Applications ; VR05-2/D6, 555 Virginia Road, Concord, MA 10720, (508) 371-5150
EI90-RP 1

Order: 2971 Mrs. Simons replaces Guy Esterbrook BEG:01/01/1990 END:12/31/1991 PO:
Customer:RD01-9 DIGITAL EQUIPMENT CORPORATION; Mrs. Margaret Simons Marketing Information Centre ; RDL-2/E, Queens House, Forbury Road, Reading, (44) 734-86-87-11
EI90-RP 1

Order: 110808 BEG:11/15/1990 END:11/15/1990 PO: - FAX
Customer:RD29-6 DUN & BRADSTREET SOFTWARE SVCS; Ms. Clara Hibbard Secretary to Pam Curtis ; 550 Cochituate Road, Mail Stop 52A, Framingham, MA 017 (508) 370-6501 1/29/9
EI90-RP 1 ANSWERED BY Pam — (SEC) SECRETARY HIBBARD

FAX 1-29

Order: 110908 BEG:12/20/1990 END:12/20/1990 PO:
Customer:RE01-27 ELECTRONIC DATA SYSTEMS; Ms. Kathy Tell Supervisor, Market Research ; 800 Tower Drive, Room 2280, Troy, MI 48007, (313) 265-8425
EI90-RP 2

Order: 4023 BEG:01/01/1991 END:12/31/1991 PO:
Customer:RG02-11 GE INFORMATION SERVICES; Mr. Bob Simms Manager, EDI Marketing ; 401 N. Washington Street, M/S 3MNM, Rockville, MD 20850, (301) 340-4000
EI90-RP 2

Order: 110729 BEG:01/01/1990 END:08/31/1991 PO:
Customer:RG65-1 GLV; Mr. David F. Cunningham Vice President Marketing Sales ; 113 Edin Burgh South, Suite 100, Cary, NC 27511, (919)481-0211
EI90-RP 1 FAX 919 481-0145 - KATHY TOWLINSON

Order: 4066 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RI01-15 IBM CORPORATION; Ms. Ilse Ruckert U.S.M. & S. MI Info. Svcs. ; 1133 Westchester Avenue, Mail Drop 147 1C-1301, White Plains, NY (914) 642-6508
EI90-RP 1

Order: 4084 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RI01-2 IBM CORPORATION; Ms. Linda Baron ; 472 Wheelers Farms Road, MD 60, Milford, CT 06460, (203) 783-4465
EI90-RP 1

Order: 4085 BEG:01/01/1990 END:12/31/1990 PO:6011748
Customer:RI01-3 IBM CORPORATION; Ms. Sara H. McDaniel Staff Librarian ; ASD Library - R11C, 1500 RiverEdge Parkway, Atlanta, GA 30328, (404) 238-3000
EI90-RP 1

Order: 110189 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RI01-51B IBM CORPORATION; Mr. Jim Crouse Industry Analyst ; M/S L-108, 3101 W. Buffalo Avenue, Tampa, FL 33630, (813) 878-4261
EI90-RP 1

Order: 110734 BEG:10/16/1990 END:10/16/1990 PO:
Customer:RI01-57T IBM CORPORATION; Mr. K.B. Mayer ; 15 Kettleton Road, A3-B17, Southburt, CT 06488, (203)262-4106
EI90-CP 1

Order: 110827 BEG:11/20/1990 END:11/20/1990 PO:
Customer:RI01-62B IBM INFORMATION NETWORK; Mr. Stan G. Ptaszek Manager, Plans & Programs ; 105 Moatfield Drive, North York, M3B 2L9, Ontario, Canad (416) 443-4864
EI90-RP 2

Order: 4042 BEG:01/01/1990 END:12/31/1990 PO:
Customer:RI01-9 IBM CORPORATION; Mr. Ronald Hargreaves Information Network ; 3101 W. Buffalo Ave. Dept 95K, P.O. Box 30021, Tampa, FL 33630, (813) 878-3328
EI90-RP 1

Order: 110617 BEG:09/01/1990 END:08/31/1991 PO:790809P02-5
Customer:RI31-2 INSTITUTE FOR INFORMATION; Ms. Shiow-Shan Chen Librarian-Mic ; 11th. Floor 106, Hoping E. Rd., Sec 2,, Taipei, Taiwan, R.O.C. (02) 737-7158
EI90-RP 1

Order: 110066 BEG:02/01/1990 END:01/31/1991 PO:FAUBERT
Customer:RM67-1 MPACT EDI SYSTEMS INC.; Mr. J. Gregory Faubert Vice President ; 17197 N. Laurel Park Dr. #273, Livonia, MI 48152, (313) 464-6700
EI90-RP 2

Order: 110094 BEG:09/01/1990 END:08/31/1991 PO:066
Customer:RN17-2 NIPPON TELEGRAPH & TELEPHONE; Mr. Kazuhisa Machida Researcher Int'l. Division ; 1-1-6 Uchisaiwaicho, Chiyoda-ku, Tokyo, 100, ***C 03 509 5140
EI90-RP 2

Order: 110605 BEG:08/01/1990 END:07/31/1991 PO:
Customer:RP03-3 PACIFIC BELL/MIC; Ms. Jan Hewitt Marketing Manager ; 2600 Camino Ramon, Room 4S611, San Ramon, CA 94583, (415) 823-5027
EI90-RP 3 (CONTACT PATTIE HENSLEY - FAX (408) 947 8742 TEL (408) 947 8742 WILL EFFORT ED. UC)
MD LIZA LENNON

Order: 110235 BEG:05/01/1990 END:04/30/1991 PO:
Customer:RP14-1A PRICE WATERHOUSE; Mr. John B. Singel Partner ; 153 E 53rd Street, New York, NY 10022, (212) 371-2000
EI90-RP 2

Order: 110698 BEG:09/28/1990 END:09/28/1990 PO:
Customer:RQ03-1 QUAESTUS LTD. PARTNERSHIP; Ms. Barbara Siepe Research Associate ; 330 East Kilbourn Ave., Milwaukee, WI 53202, (414) 283-4503
EI90-RP 1

Order: 110727 Sears to decide 1/91 to extend 6/30/91 — SPOKE WITH TOM DOUGLAS BEG:07/01/1990 END:12/31/1990 PO: 708
Customer:RS17-1 SEARS TECHNOLOGY; Mr. Richard Ross Business Development Manager ; 231 Martingale Road, Schaumberg, IL 60173, (708) 240-3054
EI90-RP 2

Order: 4010 BEG:01/01/1991 END:12/31/1991 PO:
Customer:RS45-1 STERLING SOFTWARE, INC.; Mr. William D. Plumb President ; 4600 Lakehurst Court, P.O. Box 7160, Dublin, OH 43017, (614) 459-7500
EI90-RP 2

Order: 4037 Sub. Expired BEG:11/01/1989 END:09/09/1999 PO:
Customer:RS74-1 SLIGOS; Mr. Pierre Joudiou ; Cedex 49, Paris La Defense, 92067, France
EI90-RP 1

Order: 4036 Sub Expired BEG:11/01/1989 END:09/09/1999 PO:
Customer:RS74-2 SLIGOS; Mr. Benjamine Bozon-Verduraz ; Cedex 49, Paris La Defense, 92067, France
EI90-RP 1

Order: 110862 BEG:12/05/1990 END:12/05/1990 PO:57R49044
Customer:RU09-55A UNISYS CORPORATION; Dock #3 ; Township Line & Union Meeting, Blue ~~Bell~~, PA 19424,
EI90-RP 4

Order: 110190 Division of GEIS BEG:01/01/1990 END:12/31/1990 PO:
Customer:RV01-2 VANGUARD INFORMATION CENTER; Mr. Fred Tsung Tee Li PHD Chairman ; 4F, No. 7, Lane 50, Sec. 3 Nan Kang Road, Taipei, Republic of 011 886 2 7858900
EI90-RP 1

Order: 110116 BEG: END: PO:
Customer:ZINTERCOA Z..CALIFORNIA INTERNAL; Mr. Denny Wayson ; X, X,
EI90-RP 1

Order: 110117 BEG: END: PO:
Customer:ZINTERCOB Z..CALIFORNIA INTERNAL; Sales/Mkt Library ; X, X,
EI90-RP 1

Order: 110119 BEG: END: PO:
Customer:ZINTERCOF Z..CALIFORNIA LIBRARY; Library ; X, X,
EI90-RP 2

Order: 110120 BEG: END: PO:
Customer:ZINTERCOG Z..INPUT FRANCE; Field Salesperson ; X, X,
EI90-RP 1

Order: 110124 BEG: END: PO:
Customer:ZINTERCOH Z..INPUT NEW JERSEY-TEANECK; Field Salesperson ; X, X,
EI90-RP 1

Order: 110125 BEG: END: PO:
Customer:ZINTERCOI Z..INPUT NEW JERSEY - STOCK; Library ; X, X,
EI90-RP 2

Order: 110123 BEG: END: PO:
Customer:ZINTERCOJ Z..LONDON; Library/Stock ; X, X,
EI90-RP 4

Order: 110126 BEG: END: PO:
Customer:ZINTERCOK Z..WASHINGTON; Barbara & Sales Library & Sales ; X, X,
EI90-RP 2

Order: 110135 BEG: END: PO:
Customer:ZINTERCOL ..REGISTER OF COPYRIGHTS; Dep & Acq Div-LM438C ; Library of Congress, Washington, DC 20559, (202) 707-7125
EI90-RP 2

Order: 110128 BEG: END: PO:
Customer:ZINTERCON Z..CALIFORNIA INTERNAL; Mr. Torrey Byles ; x, x,
EI90-RP 1

Order: 110127 BEG: END: PO:
Customer:ZINTERCOO ..INPUT KK; Mr. Tetsuo Imai ; Saida Bldg 4-6, Kanda Sakuma-cho, Chiyoda-ku, Tokyo, 101, Japan
EI90-RP 2

Order: 110610 BEG: END: PO:
Customer:ZINTERCOV Z..DATA MANAGEMENT INT'L.; Mr. K.S. Min Managing Director ; x, x, Korea
EI90-RP 2

Order: 110550 BEG: END: PO:
Customer:ZINTERCOW Z..INPUT GERMANY; Mr. Frank Solbach ; x, x,
EI90-RP 1

Order: 110611 BEG: END: PO:
Customer:ZINTERCOY Z..CALIFORNIA INTERNAL; Mr. Doug Tayler ; x, x,
EI90-RP 1

EI 90

Company	Contact	Call Back	When?	Comments
~~Computer Sciences~~	~~Gail Lepeno~~			(2) Reports call at 3:00 1/23/91 1/2
~~Ameritech Dev'lpg~~	Thompson			LEFT # with SEC 1/23/91 1/25
ADIA	Kornecek			LEFT # on V.M 1/23 FAX 1-28-91 may not return
~~Digital Equip~~	~~Pat Tribble~~			(2) " " V.M 1/23/91 25
Electronic Data Systems	Kathy Hill			" " # with SEC 1/23/91 1/25
~~Dun + Bradstreet~~	~~Pam Curtis~~			" " # with SEC 1/23/91 1/25
G.E. Information Fax report	Bob Simmon ~~Simmon~~ Simmon Rec'd			(2) LEFT # with SEC ~~[illegible]~~ in meeting until 9:00 1/23/91 1/25 ~~Call Wednesday~~
~~GTE~~	~~Cunningham~~			~~Left message~~ LEFT FAXED 1/29/
IBM	Crouse			LEFT NAME on V.M 1/23 (2)
Computer Sciences	Take to Laura Works			(2) Reports left message at 10:10 1/24/91
~~MPact~~	~~Pat Brent~~			(2) LEFT # with DEBBIE 1/24/91
~~Pacific Bell~~	~~Pat Hart~~ → Lyza Lemmon in Clark			(1) LEFT # on V.M 1/29
Digital Equipment	Tanya Mm	Not sure		LEFT # on V.M 1/25/
Sears Tech	Tom Douglas			(2) LEFT # on V.M 1/24
~~AT+T~~	~~Koval~~			# LEFT on VM 1/25/
AT+T	Mosca			(1) Message left on V.M 1/1/25/91
Ameritech Marked yellow by mistake	Lefief			(2) LEFT ~~[illegible]~~ # on V.M. Referring to Ken Thompson
~~M.Pact~~	~~Empson~~			(1) 1/23/25 - will call LEFT V.M
Price + Waterhouse	Colobery			1/28/91 LEFT Message with SEC for him to call me 1/28
Digital Equipment	Curt Anderson			
~~Digital Equipment~~	~~Sparks~~			
Andersen Consul	Martha Jameson			~~FAXED~~ (2) EDI 90 + EDI 1/29/91

Report Quality Evaluation

LCW LST EI91

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1. Report title: ***The Electronic Data Interchange Market, 1990-1995 Forecast, Implementations, Trends*** (EDI90)

2. Please indicate your reason for reading this report:
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   - ☐ Future purchase decision
   - ☐ Systems planning
   - ☐ Other _____

3. Please indicate extent report used and overall usefulness:

	Extent		Usefulness (1=Low, 5=High)				
	Read	Skimmed	1	2	3	4	5
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Complete report	☐	☐	☐	☐	☐	☐	☐
Part of report (_____%)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

Data presented	☐	☐	☐	☐	☐
Analyses	☐	☐	☐	☐	☐
Recommendations	☐	☐	☐	☐	☐

5. How useful was the report in these areas:

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Confirm existing ideas	☐	☐	☐	☐	☐
Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

Name: DENNIS LEFIEF
Title:
Department:
Company: AMERITECH DEVELOPMENT
Address:
City:
State:
ZIP:
Telephone: (313) 262 6392
Date completed:

Thank you for your time and cooperation.

M&S 633/01 12/89

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Report Quality Evaluation

LISY EI97

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	Extent: Read	Extent: Skimmed	Usefulness (1=Low, 5=High): 1	2	3	4	5
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Complete report	☐	☐	☐	☐	☐	☐	☐
Part of report (_____%)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

	1	2	3	4	5
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Analyses	☐	☐	☐	☐	☐
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Cover new areas not covered elsewhere	☐	☐	☐	☐	☐
Confirm existing ideas	☐	☐	☐	☐	☐
Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

LAURIE MOSCA — REFERRED TO BY BARBARA PETERSON — RETURN ON JAN 30th

Name — Title

Department

AT+T

Company

Address

City — State — ZIP

(908) 6586182

Telephone — Date completed

Thank you for your time and cooperation.

M&S 633/01 12/89

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Report Quality Evaluation

LM List EI91

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	Extent: Read	Extent: Skimmed	Usefulness (1=Low, 5=High): 1	2	3	4	5
Executive Overview	☐	☐	☐	☐	☐	☐	☐
Complete report	☐	☐	☐	☐	☐	☐	☐
Part of report (_____ %)	☐	☐	☐	☐	☐	☐	☐

4. How useful were:

	1	2	3	4	5
Data presented	☐	☐	☐	☐	☐
Analyses	☐	☐	☐	☐	☐
Recommendations	☐	☐	☐	☐	☐

5. How useful was the report in these areas:

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Alert you to new opportunities or approaches	☐	☐	☐	☐	☐
Cover new areas not covered elsewhere	☐	☐	☐	☐	☐
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Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

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Name: MS MARTHA JAMESON
Title:
Department:
Company: ANDERSEN CONSULTING
Address: 100 SOUTH WACKER DRIVE
City: CHICAGO, ILLINOIS
State:
ZIP:
Telephone: (312) 507 6691
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   - ☐ New product development
   - ☐ Business/market planning
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Name: MR CURT ANDERSON Title: REFERRED ME TO PETER JANC. CALL MR ANDERSEN + TELL him PETER JANC didn't

Department:

Company: Digital Equipment

Address:

City: ~~603~~ State: ZIP:

Telephone: ~~(603) 884-3316~~ (603) 884 3316 2841 Date completed:

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Name: MS. PAM CURTIS
Title: ATTN: CLARA HIBBARD
Department: DUN + BRADSTREET SOFTWARE SVCS
Company: 550 COCHITUATE ROAD-MAIL STOP-52A
Address: FRAMINGHAM, MA 017
City: 508-370-6501 State: ZIP:
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Complete report	☐	☐	☐	☐	☐	☐	☐
Part of report (____%)	☐	☐	☐	☐	☐	☐	☐

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8. Other comments or suggestions: _____

MR. ROBERT SIMMONS
Name Title

Department

G.E. INFORMATION SERVICES
Company

Address

City State ZIP

(301) 340 4000
Telephone Date completed

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MR. DAVID F CUNNINGHAM V. P. OF MARKET SALES
Name Title

ATTN: KATHY TONLINSON
Department

GLV
Company

113 EDIN BURGH South
Address

SUITE 100 - CARY, NC 27511
City State ZIP

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6. Which topics in the report were the most useful? Why? _____

7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

LAURA ANDRUS
Name

Title

Department

Company

Address

City (213) 335-2872 State ZIP

Telephone

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8. Other comments or suggestions: _____

Ms Clara Hibbard - sec to (Pam Curtis) → [redacted]
Name — Title 508-370-6499

Department

Dun + Bradstreet Software Svcs
Company

Address

City — State — ZIP

(508) 370-6501
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Name: ~~[illegible]~~ Mr DAVID F CUNNINGHAM
Title: V.P OF MARKETING

Department:

Company: GLV.

Address:

City:
State:
ZIP:

Telephone: (919) 481 0211
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wrong people (313) 2659250 NO

(313) NO

JIM JOYCE 2659298 SUPERVISOR

HOWARD MCKIERNAN
GEORGE McDERMOTT

Name: KATHY Huff

Title:

Department: MARKET RESEARCH

Company: ELECTRONIC DATA SYSTEMS

Address:

City: Troy Mich

State:

ZIP:

Telephone: (313) 265-8425

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Name: LIZA LENNON (ANDREE THURMAN REFERRED ME TO LIZA)

Title: VERTICAL MARKETING

Department:

Company: PACIFIC BELL

Address:

City: State: ZIP:

Telephone: (415) 867 7418 Date completed:

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~~Tom Coldberg~~ TOM COLDBERG (already received the EI FOR JOHN SINGIL

Name _____ Title _____

Department _____

PRICE WATERHOUSE

Company _____

Address _____

202 296 0800
~~212-371-2000~~

City _____ State _____ ZIP _____

Telephone ~~(415) 882-5027~~ _____ Date completed _____

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1. Report title: ***The Electronic Data Interchange Market, 1990-1995 Forecast, Implementations, Trends*** (EDI90)

2. Please indicate your reason for reading this report:
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   - ☐ Area of general interest
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	Extent: Read	Extent: Skimmed	Usefulness (1=Low, 5=High): 1	2	3	4	5
Executive Overview	☐	☐	☐	☐	☐	☐	☐
Complete report	☐	☐	☐	☐	☐	☐	☐
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4. How useful were:

	1	2	3	4	5
Data presented	☐	☐	☐	☐	☐
Analyses	☐	☐	☐	☐	☐
Recommendations	☐	☐	☐	☐	☐

5. How useful was the report in these areas:

	1	2	3	4	5
Alert you to new opportunities or approaches	☐	☐	☐	☐	☐
Cover new areas not covered elsewhere	☐	☐	☐	☐	☐
Confirm existing ideas	☐	☐	☐	☐	☐
Meet expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

6. Which topics in the report were the most useful? Why? _____

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8. Other comments or suggestions: _____

Name: ~~Richard Ross~~ Tom Douglas
Title: Business Development Manager
Department:
Company: Sears Technology
Address:
City: (708) 240 8785
State:
ZIP:
Telephone: (708) 240 3054
Date completed:

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ATTENTION: MR. KEN KORNECK

Telephone Number/Location 415- 3240696

NUMBER OF PAGES: 1 OF 3

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Analyses	☐	☐	☐	☐	☐
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Cover new areas not covered elsewhere	☐	☐	☐	☐	☐
Confirm existing ideas	☐	☐	☐	☐	☐
Meet Expectations	☐	☐	☐	☐	☐
Other _____	☐	☐	☐	☐	☐

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7. In what ways could the report have been improved? _____

8. Other comments or suggestions: _____

MR. KEN KORNECK — Name
V. P. — Title
Department
ADIA — Company
64 WILLOW PLACE — Address
MENLO PARK CA 94025 — City State ZIP
415 (324 0696 — Telephone
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Name: KEN KORNECK
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